

## Message Text

UNCLASSIFIED

PAGE 01 DAMASC 00630 310656Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----097353 311039Z /17

R 310426Z JAN 78  
FM AMEMBASSY DAMASCUS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 6686

UNCLAS DAMASCUS 0630

E.O. 11652: NA  
TAGS: BEXP, SY  
SUBJ: FGT: BAKERIES

REF: USDOC 0713

1. COMOFF CALLED ON MINISTRY OF SUPPLY OFFICIAL RESPONSIBLE FOR BAKERIES TENDER 1/30. STATE OF PLAY ON PROJECT IS AS FOLLOWS: MINISTRY HAS SIGNED PROVISIONAL AGREEMENTS WITH THREE FIRMS TO SUPPLY DEMONSTRATION UNITS WITH UNDERSTANDING THAT IF DEMOS ARE SUCCESSFUL EACH WILL RECEIVE FIRM ORDER FOR SEVERAL UNITS. THEY ARE (1) WINKLER, WEST GERMAN: IF DEMO IS SUCCESSFUL, IT WILL RECEIVE ORDER FOR 10 UNITS; (2) BAFAG, SWISS (NOT SWEDISH, AS PER REFTTEL), 5 UNITS; (3) BABCO, US, 6 UNITS. IF ONE COMPANY'S DEMO IS NOT SATISFACTORY, ITS UNITS WILL BE GIVEN TO THOSE COMPANIES WHICH DEMONSTRATE SUCCESSFULLY. CONTRACTS WITH FIRMS WHOSE DEMONSTRATION UNITS MEET MINISTRY EXPECTATIONS ARE SUBJECT TO REVIEW BY HIGHER ECONOMIC COUNCIL. MINISTRY OFFICIAL SAID FOLLOW-ON CONTRACTS UP TO A TOTAL OF 50-60 UNITS ARE POSSIBLE WITH SUCCESSFUL FIRMS.

2. US FIRM UNIVERSAL OVEN ELIMINATED BECAUSE IT DEMONSTRATION UNIT, IMPORTED FOR US PAVILION AT DAMASCUS INTERNATIONAL FAIRX, FAILED TO MEET STANDARDS. NABISCO NOT INCLUDED IN THIS SHORTLIST BECAUSE OF HIGH PRICES.  
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BUT MINISTRY REMAINS INTERESTED IN NABISCO, WOULD LIKE TO INSPECT WORKING UNIT IN EGYPT (NOW BEING INSTALLED) OR IN US. ALSO WOULD LIKE TO TALK IN DAMASCUS WITH COMPANY OFFICIAL EMPOWERED TO RENEGOTIATE CONTRACT PRICES. MINISTRY HAS INFORMED NABISCO OF THIS BY CABLE, BUT HAS NOT YET RECEIVED REPLY.  
PELLETREAU

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 31 jan 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
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**Review Markings:**  
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